



# MUDIT SEHGAL

**Captain**  
DISC Type : SD

**Talent Management Lead at Compass Group India**  
Gurgaon, Haryana, India

## Overview

Mudit has no verified overview

### 👉 Personality Overview

- Consummate Professional
- Dynamic But Sincere
- Planner & Achiever

Reading between the lines and seeing beyond your words comes naturally to them. They are very professional in their approach and can weigh multiple perspectives together. They might take some time to make their mind up but once they do, they don't change it easily.

### 👉 Topics They Care About

Mudit has no verified topics they care about

## Media Appearances

Mudit has no verified media appearances

## Work History

- 6-2024  
Talent Management Lead at Compass Group India
- 10-2023 - 6-2024  
People Development Manager at Optum
- 9-2021 - 10-2023  
Senior Manager- Learning & Development at Luminous Power Technologies (P) Ltd
- 7-2020 - 9-2021  
Deputy Manager at DCM Shriram LTD
- 7-2019 - 6-2020  
Assistant Manager at DCM Shriram LTD

## Education

- 2016 - 2018  
Master of Business Administration - MBA from SVKM's Narsee Monjee Institute of Management Studies (NMIMS)
- 2010 - 2014  
Bachelor's Degree from Birla Institute of Technology and Science, Pilani

## More Information

Social Presence :



Prographics :

Exp : **9** Location : **Gurgaon, Haryana, India** Job Level : **Middle**

Designation : **Talent Management Lead at Compass Group India**

## Insights For Selling To Mudit

### 👉 During A Call Or A Meeting

#### DO's

- During followups, use phone or text if needed, they should be fine
- Stick to your standard pitch and qualifying script, don't try to wing it
- Come across as a trustworthy professional and be respectful, they usually know their game

#### DONT's

- Don't take their patience for granted, avoid long-winding sermons
- Don't get into pricing discussions early on, steer conversation towards proven results
- Don't go over them unless you are left with no other option

## 👉 When Cold Calling

### Insights

**Pattern Interrupt:** A polite and formal approach, that doesn't sound over-friendly or too aggressive makes it hard for them to say no to you.

**Pace:** Slow down a little bit, especially if you are fast usually. Sound like a 'calming break from the day' person.

**Tone:** Keep your tone calm and soothing, as if you are giving a stranger advice on a critical matter.

**Tactics To Win:** Use of social proof, FOMO, repeating their name

**Mistakes To Avoid:** Strong words, over-confidence, informal language

**Making The Ask:** Formally, respectfully request their time. They find it quite hard to say no (Compared to Dominant or Calculative types for eg)

**Subconscious Driver:** They are change-averse by default. Hence a FOMO laden pitch can jolt them into action.

### Script

**Greeting:** Good morning/evening Mudit, how are you? This is [user\_fname] at [user\_companynamewordstwowords].

**Opener:** You are of course busy, would it be ok for me to take 30 seconds of your time to explain why I have called today?

**Introduction:** My company has built an AI that predicts prospect's personality and behavior so that you can start building trust from the very first second that you meet them.

**Ask:** Mudit, companies like [abc], [xyz] have found it to be invaluable and adopted it already, it would be ok perhaps to put 15 minutes on your calendar to share why this could be valuable for you.

**Close:** If you are a morning person, then how does Tues or Wed look at [time]? And your email ID is [prospect\_email]?

## 👉 When Writing An Email

**Subject:** To the point, formal

*Example: Personalized sales funnel', 'Sales conversion' etc.*

**Salutation:** No

*Example: Skip 'Hi', 'Hey' etc., use only the first name*

**Greeting:** No

*Example: Skip lines like 'I hope you are doing well'*

**Emojis/GIFs:**

**Bullet Points:** Could use

**Closing Line:** Formally state your ask

*Example: Something like 'If you are available tomorrow, shall we discuss this?'*

**Complimentary Close:** None or standard

*Example: Something simple like 'Thanks', 'Regards', or nothing at all.*

**Tone of Words:** Confident with a formal touch

**Overall Messaging:** Focused on output

**Length of Mail:** Short

*Example: Maximum upto 100-120 words*

## 👉 While Negotiating & Closing

The secret to closing fast with Mudit is

- *Strong proof of impact and their conviction will matter the most, but they wouldn't want to act unilaterally either*

Will you ever get a clear answer from Mudit

- *They will say no if they are not convinced but you will have to prompt them.*

## Insights For Deal Planning

How Fast (Or Slow) Will Mudit Move?

- *They will want to understand things well but can move fast once they have a clear picture.*

Can Mudit Take Some Risk Or Not?

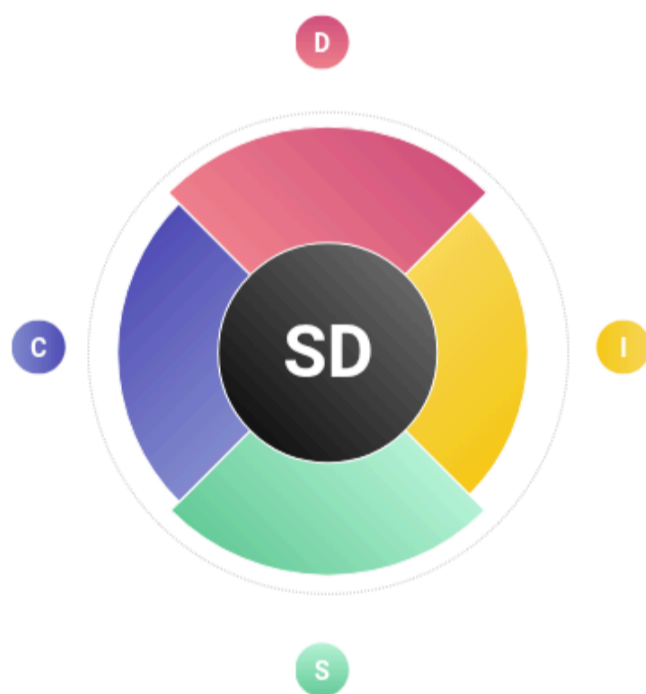
- *They have good risk tolerance but are likely to think it through once or twice.*

## You And Mudit

### Personality Compatibility

Not enough data to show compatibility comparison

## DISC Profile : Mudit's Key Traits



### STEADINESS

Steadiness(S) reflects the degree to which a person is likely to focus on cooperation, support and taking everyone along. Those scoring high tend to be consistent and calm, are excited about the opportunity to collaborate and partner and could sometimes be indecisive or overly accommodating.

### DOMINANCE

Dominance(D) reflects how goal and task oriented a person is and her ability to accomplish results, irrespective of how demanding the circumstances might be. Those scoring high tend to be motivated by winning, competition and success and can be described as direct, demanding and strong willed.